

Message Text

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43

ACTION PM-07

INFO OCT-01 NEA-10 ISO-00 SSO-00 NSCE-00 INRE-00 NSC-07

SPC-03 SS-20 RSC-01 CIAE-00 INR-10 NSAE-00 L-03 MC-02

OMB-01 TRSE-00 EB-11 DRC-01 /077 W

----- 008974

O R 061430Z MAR 74

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC IMMEDIATE 6328

INFO SECDEF WASHDC IMMEDIATE

DA WASHDC//DALO-ILS//

COE WASHDC//DAEN//

COE MEDDIV LEGHORN ITALY //MDDVM//

COE DISTENGR RIYADH

USMTM DHAHRAN

C O N F I D E N T I A L JIDDA 1108

E.O. 11652: GDS

TAGS: MASS, SA

C O R R E C T E D C O P Y (TEXT)

SUBJ: PROCUREMENT OF FIVE TON TRUCKS; AUTHORIZATION
FOR RSAF SURVEY

REF: (A) DA WASHDC MSG DTG 042125Z

(B) STATE 34745

(C) JIDDA 444

(D) JIDDA 261

1. AMBASSADOR WILL BE SEEING SULTAN ON SATURDAY, MARCH
9, AND WILL DELIVER TO HIM AT THAT TIME A LETTER INFOR-
MING SULTAN THAT DESPITE EXHAUSTIVE EFFORTS BY MG MCKEEN,
INCLUDING CONTACTS WITH PRESIDENT OF FIRM MANUFACTURING
VEHICLES, THE USG WAS UNABLE TO OBTAIN ANY MEANINGFUL
REDUCTION IN COST ESTIMATES FOR M-800 SERIES VEHICLES.
WHILE EMBASSY APPRECIATES EFFORTS EXERTED, IT IS OUR
VIEW THAT REDUCTION OF ONE PER CENT AND ONE-HALF PER
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CENT ON TWO VEHICLES IN QUESTION ARE SO SMALL THAT

SULTAN WOULD VIEW THIS AS AN AFFRONT TO HIS EFFORTS TO ENGAGE IN SERIOUS DISCUSSION OF PRICE PROBLEM, ESPECIALLY IN VIEW OF HIS OFFER (REF C) TO DOUBLE THE SIZE OF HIS ORIGINALLY INTENDED PURCHASE IF WE COULD OFFER HIM SIZEABLE PRICE REDUCTION. THUS, IT IS BEST TO ADMIT THAT WE HAVE FAILED. ORALLY, AMBASSADOR WILL NOTE THAT NEW LETTERS OF OFFER ARE EN ROUTE OFFERING VEHICLES AT VERY MINOR REDUCTION FROM PROVIOUS QUOTATION.

2. AMBASSADOR WILL MAKE BEST OF ABOVE BY CONVEYING REPLY IN CONTEXT OF VERY POSITIVE REMARKS MADE LAST SATURDAY BY SECRETARY KISSINGER TO SECOND DEPUTY PRIME MINISTER AND MINISTER OF INTERIOR PRINCE FAHAD ABOUT FUTURE OF USG-SAG MILITARY RELATIONSHIP. IF WE CAN OFFER SULTAN TANGIBLE EVIDENCE OF OUR RENEWED DESIRE TO DEVELOP THIS CLOSE RELATIONSHIP DURING COMING YEARS, WE MAY STAND A CHANCE OF OVERCOMING SULTAN'S DISSATISFACTION WITH OUR VEHICLE SALES OFFERS. REF B INDICATED THAT DEPARTMENT AND DOD WOULD BE RESPONDING SHORTLY TO REQUEST FOR RSAF SURVEY. SINCE THIS IS MAJOR OUTSTANDING REQUEST FROM SULTAN AT PRESENT TIME, IT WOULD GREATLY PLEASE HIM IF AMBASSADOR WERE TO INFORM HIM ON SATURDAY THAT WE HAD RECEIVED AUTHORIZATION TO PROCEED. REQUEST AUTHORIZATION TO DELIVER LETTER ORIGINALLY PROPOSED REF D. SINCE AMBASSADOR LEAVES EARLY SATURDAY MORNING, REQUEST REPLY BY NIACT IMMEDIATE.
AKINS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRUCKS, AIR DEFENSE, MILITARY ASSISTANCE, MILITARY SALES, COST ESTIMATES, PRICES, SURVEYS
Control Number: n/a
Copy: SINGLE
Draft Date: 06 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974JIDDA01108
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: n/a
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740364/aaaachws.tel
Line Count: 88
Locator: TEXT ON-LINE
Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: (A) DA WASHDC MSG DTG 042125Z
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 23 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 AUG 2002 by WorrelSW>; APPROVED <06 JAN 2003 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PROCUREMENT OF FIVE TON TRUCKS; AUTHORIZATION FOR RSAF SURVEY
TAGS: MASS, SA
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005